

Insurance Continuing Education Advisory Council meeting - June 19, 2019

Transaction Number	Transaction Date	Provider Name	Course Name	Course Group	Credits	Course Summary
535919290	5/10/2019	Hartford Fire Insurance Company	Advanced CLCS - Commercial Lines Coverage Specialist	Property & Casualty	General: 11	NAIC Uniform submission, 11 classroom credit hours approved by Alabama. Discusses workers' compensation coverage, employer's liability, general and professional liability, hired auto exposures, commercial auto, property, business income, claims-made versus occurrence policies, data breach coverages, employment practices liability and 1 case study.
1543251108	5/10/2019	Leavitt Great West Insurance Services	The Big Heist	Life	General: 7	The course addresses product knowledge of disability insurance and management. Discusses employee benefits that are key to recruitment and retention, the effect of the opioid crisis on health plans, employers and healthcare providers, medical stop-loss captive insurers, integrated care, health plan trends, navigating healthcare options for fiscal and treatment benefits, and benefit evaluation for future needs.

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3816308915	5/10/2019	National Alliance for Insurance Education and Research	CSRM- Measuring School Risks (Classroom)	Property & Casualty	General: 7	NAIC Uniform submission, 7 classroom credit hours approved by Texas. Discusses qualitative and quantitative risk analysis, loss adjustment, loss analysis, risk indicators and risk analysis technology.
3872999733	5/13/2019	Quest Continuing Education Solutions	Building Ideal Relationships with Women Clients	Life	General: 1	The course addresses product knowledge of life insurance and annuities and marketing. Discusses working with female investors, investment issues and concerns, important advisor attributes, and retention issues.
3995738037	5/13/2019	Prudential Annuities Life Assurance Corporation	The Importance of Policy Review and the Mirrored Loan Opportunity	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Connecticut. Discusses loans against life insurance policy contracts, age of policies, policy considerations, and two case studies.

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1526689101	5/14/2019	CEU Institute, Inc.	HCAA TPA Summit 2019	Life	General: 12	The course addresses product knowledge of disability insurance. Discusses the self-funded health plan market, benefit delivery, health plan administration, stop-loss insurance, reference-based plans, health care sharing ministries, Medicare claims processing, Medicare-for-all, and third-party plan administrators.
2761627986	5/14/2019	Insight Insurance Consulting	CLIC #2 - Overview of Liability	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses commercial liability exposures, liability as a third-party contract, risk management, coverage, and limitations.
2761627986	5/14/2019	Insight Insurance Consulting	CLIC #12 - Educational Institutions Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses types of educational institutions, risk management, predominant school risks, risk control implementation, basic exposures, general and specialty coverages.

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2761627986	5/14/2019	Insight Insurance Consulting	CLIC #10 - Hospitality Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses hospitality industry fields, food and accommodation, arts and entertainment, hospitality versus recreational risk, risk management, exposures and insurance coverages.
2761627986	5/14/2019	Insight Insurance Consulting	CLIC #3 - Non-Profits Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses categories of non-profit organizations, coverages and coverage categories, specialty coverages, and duty to defend.
2761627986	5/14/2019	Insight Insurance Consulting	CLIC #9 - Food Industry and Restaurants Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses food supply chain risk, food safety laws, restaurant risk, underwriting, exposures and coverages, crisis management and replacement costs.

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2761627986	5/14/2019	Insight Insurance Consulting	CLIC #11 - HealthCare Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses health industry terminology, risk management concerns, traditional and emerging risks and solutions, and specialty coverages.
2761627986	5/14/2019	Insight Insurance Consulting	CLIC #1 - Overview of Commercial Property Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses property owned by businesses, risk management and risk control, coverages, additional specific disaster coverage, business personal property, and vacancy changes.
2761627986	5/14/2019	Insight Insurance Consulting	CLIC #8 Property Management Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses insuring healthcare risk management, hospital organizations, risk management concerns, cyber risk, healthcare-acquired infections, property exposures, emerging risks and specialty coverages.

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2761627986	5/14/2019	Insight Insurance Consulting	CLIC #7 - Auto/Garage Business Segment Exposures and Insurance Solutions	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based classroom credit hours approved by California. Discusses garage industry risks, exposures in auto sales/dealers and garage industries, risk management, exposures and coverages, the business auto policy, garagekeepers coverage, retail and wholesale coverages.
3077515759	5/14/2019	CGB Diversified Services Inc	2020 Fall MPCl Update	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Illinois. Discusses federal Risk Management Agency updates, underwriting and claims, regional updates, and limited-offer programs, livestock and supplemental coverage.
1861408211	5/15/2019	Rain and Hail Insurance Service, Inc.	2020 MPCl Fall Agent Training	Property & Casualty	General: 5	NAIC Uniform submission, 5 classroom credit hours approved by Washington. Discusses fall crop and standards handbook updates, actuarial updates, claims, quality control, common land units, actual production history, whole farm revenue protection and underwriting.

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2296197847	5/15/2019	Affiliated FM Insurance Company	Broker Learning Summit: Day One	Property & Casualty	General: 8	NAIC Uniform submission, 8 classroom credit hours approved by Rhode Island. Discusses client risk determination, flood, wind supply chain and water supply damages, business risk consulting, claims, engineering-based underwriting and one case study.
3344513774	5/15/2019	ALPS (Attorneys Liability Protection Society) Corporation	Safeguarding Client Data: Ethical and Legal Duties in a Breach-a-day World	Property & Casualty	General: 1	The course addresses product knowledge of casualty insurance. Discusses data and security breaches, duty to safeguard client information, and risk-based information security.
3344513774	5/15/2019	ALPS (Attorneys Liability Protection Society) Corporation	Best Practices Related to Electronic Communications	Property & Casualty	General: 1	The course addresses product knowledge of casualty insurance. Discusses secure electronic communication, communication and data protection, encryption, tools and best practices.
3344513774	5/15/2019	ALPS (Attorneys Liability Protection Society) Corporation	Cyber Security - Law Firm Data Breaches	Property & Casualty	General: 1	The course addresses product knowledge of casualty insurance and management. Discusses duty to protect client, firm and individual confidential data, data concerns and data protection policies and methods.

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3608707699	5/15/2019	Consolidated Educational Services, Inc.	The Fixed Index Annuities: A Life Raft for Retirement in the Perfect Storm		General: 2	The course addresses product knowledge of annuities. Discusses methods for ensuring retirement income, models and predicted success rates, fixed annuities in a retirement portfolio, fixed index annuities, and two case studies.
4108484810	5/15/2019	Pacific Life - Individual	Finding the Funds: Identifying Premium Sources & Funding Strategies	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by California. Discusses funding life insurance premiums, assets, limited use premium sources, premium financing, gifting, and loan arrangements.
284142325	5/16/2019	Crop Risk Services, formerly ADM Crop Risk Services, Inc.	Ethics 2020	Ethics	Ethics: 1	NAIC Uniform submission, 1 classroom credit house approved by Illinois. Discusses applying ethics to business, agent duties, compliance, ethical challenges, fraud and proactive prevention.

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284142325	5/16/2019	Crop Risk Services, 2020 Fall Agent Update formerly ADM Crop Risk Services, Inc.		Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Illinois. Discusses fall crop and standards handbook updates, actuarial updates, reinsurance claims, quality control, common land units, actual production history, and underwriting.
1178279943	5/16/2019	National Underwriter Company	Supplemental Benefits	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Kentucky. Discusses essential coverage under the Affordable Care Act, fixed indemnity plans, critical illness and accident plans, GAP plans and voluntary plans.
588079689	5/17/2019	National Association of Surety Bond Producers	Commercial Surety School (3 Day)	Property & Casualty	General: 24	The course addresses product knowledge of surety insurance. Discusses bond forms, underwriting, collateral, high- versus low-risk bonds, financial statements, probate and court bonds, civil court bonds, the marketplace, sub-division bonds, custom bonds, commercial contracts, manufacture and install contractor, alternative energy bonds, and four case studies.

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1880279291	5/17/2019	RegEd, Inc.	Working With and Protecting Older Clients, 2nd Edition	Ethics	Ethics: 3	NAIC Uniform submission, 3 computer-based, self study credit hours approved by North Carolina. Discusses client diminished capacity, fraud and elder abuse, client protection, NASAA Model Law, suitability, senior account supervision, policy replacement, marketing to seniors, and communication content.
2352129860	5/17/2019	Delaware Life Marketing, LLC	Educate Clients about Retirement Distributions and Rollover Options	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Indiana. Discusses IRA assets and required minimum distributions, rules regarding IRAs, types of IRAs, beneficial uses of required minimum distributions, legacy planning, and pension replacement.
2973459762	5/17/2019	American Farm Bureau Insurance Services, Inc.	2020 Fall Update Agent Training	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses regulation, crop cycles and program updates, claims, crop hail and private products.

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2973459762	5/17/2019	American Farm Bureau Insurance Services, Inc.	2020 MPCl Basic Agent Training	Property & Casualty	General: 8	The course addresses product knowledge of property and casualty insurance. Discusses insurance plans, coverage, production history, endorsements, regulation, crop cycles and program updates, claims, crop hail and written agreements.
1922234107	5/19/2019	Putnam Retail Management	Succession Planning for Closely-held Businesses	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by California. Discusses business succession planning trends, business valuation, structuring a business sale, and transferring business wealth.
2652543889	5/20/2019	Prudential Annuities Life Assurance Corporation	Truth About Annuities: Dispelling the Myths and Misconceptions (Webinar)	Life	General: 1	The course addresses product knowledge of annuities and life insurance. Discusses annuity complexity, taxation, legacy benefits, and essential expense coverage.

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1117458375	5/22/2019	Colonial Life and Accident Insurance Company	Advantages of Voluntary Benefits	Life	General: 1	The course addresses product knowledge of life and disability insurance. Discusses health care costs, employer-sponsored benefit plans, traditional versus voluntary plans, non-traditional benefits, group versus individual benefit plans, enrollment, employee and employer benefit plan advantages.
1403304392	5/22/2019	Quest Continuing Education Solutions	Fundamentals of Disability	Disability (Health)	General: 1	The course addresses product knowledge of disability insurance. Discusses disability income replacement, injuries versus illness, impact of physical disability, alternative income sources, disability income program types, plan elements and eligibility.
2442807191	5/22/2019	National Association of Surety Bond Producers	NASBP Angell-Curtin Advanced Surety School - Level III (Updated)	Property & Casualty	General: 24	The course addresses product knowledge of property and casualty insurance. Discusses three case studies of appeal bonds, commercial insurance and estate probate regarding underwriting, performance obligations, risk transfer, cash flow analysis, and reinsurance.

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2683861178	5/22/2019	CEU Institute, Inc.	Functional Restoration Program Best Practices (2hr)	Adjuster	General: 2	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation rehabilitation risk for addictive pain medication dependency, measurement-driven therapy, physical reconditioning, work activity simulation, opioid dependence treatment, interdisciplinary evaluation and rehabilitation cost benefit.
2683861178	5/22/2019	CEU Institute, Inc.	Functional Restoration Program Best Practices (1hr) Webinar	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation rehabilitation risk for addictive pain medication dependency, measurement-driven therapy, physical reconditioning, work activity simulation, and interdisciplinary evaluation.
2683861178	5/22/2019	CEU Institute, Inc.	Functional Restoration Program Best Practices (1hr)	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses workers' compensation rehabilitation risk for addictive pain medication dependency, measurement-driven therapy, physical reconditioning, work activity simulation, and interdisciplinary evaluation.

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304773047	5/23/2019	CEU Institute, Inc.	Listening for Deception in Claims Interviews	Adjuster	General: 1	The course addresses management. Discusses best practices for conducting claim interviews by telephone, objectives, word choice and qualified answers, concentration, questionable claims data base and one case study.
2040047620	5/23/2019	CEU Institute, Inc.	Insurance Fraud Basics	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses residential and commercial insurance fraud, vehicle-related fraud, group insurance fraud, and fraud schemes.
2128413894	5/23/2019	CEU Institute, Inc.	Body Shop Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses first- and third-party claims, claim simulation, vehicle damage estimates, and claims involving body shops.
2139876280	5/23/2019	CEU Institute, Inc.	Staged Auto Accidents	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses orchestrated and paper accidents, likely victims, accident scams, multiple claimant injury similarity, injuries larger than effect of accident and beginning an investigation.

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3797512001	5/23/2019	CEU Institute, Inc.	Identity Theft Fraud	Adjuster	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses fraud indicators, claim search and claim file review, elements of proof, and claims database use.
4171329408	5/23/2019	CEU Institute, Inc.	Introduction to Insurance Fraud Investigation	Adjuster	General: 1	The course addresses management. Discusses fraud indicators, an investigation simulation and an investigation exercise to practice and apply skills.
411771729	5/24/2019	CEU Institute, Inc.	I LEAD 2019 Conference (Day Two)	Property & Casualty	General: 5	The course addresses product knowledge of property and casualty insurance. Discusses rating, cyber security, technology, claim processing, settlements and premiums.
411771729	5/24/2019	CEU Institute, Inc.	I LEAD 2019 Conference (Day One)	Property & Casualty	General: 8	The course addresses product knowledge of property and casualty insurance. Discusses governance, directors and officers liability, mergers and acquisitions, and commitments.

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1478299892	5/24/2019	Stewart Title Guaranty - Missoula Office	eClosing and Remote Online Notary (RON) Overview	Title	General: 1	The course addresses product knowledge of title insurance. Discusses digital mortgages and lending, eclosings, digital underwriting, remote on-line notary, and digital titling.
761164912	5/27/2019	Burns & Wilcox	Introduction to Surplus Lines Insurance-Webinar	Property & Casualty	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses surplus lines coverage, specialty risks, hard to place risks, admitted versus unadmitted carriers, and the Lloyd's of London Syndicate,
3211229805	5/28/2019	National Alliance for Insurance Education and Research	2019 Ruble Graduate Seminar- PC XXVI	Property & Casualty	General: 16	NAIC Uniform submission, 16 classroom credit hours approved by Texas. Discusses additional insureds, certificates of insurance, time element coverage, insured status, and errors and omissions insurance.
1156234225	5/29/2019	Prudential Annuities Life Assurance Corporation	Managing Risks in the Retirement Red Zone: Seven Risks to Retirement Income (Webinar)	Life	General: 1	The course addresses product knowledge of annuities and life insurance. Discusses retirement income and income planning, managing retirement income, and staging income for the life of retiree.

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1567679547	5/29/2019	Principal Life-Individual	Today's Retirement Hot Topics and Trends	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Iowa. Discusses retirement plan sponsors, retirement fund investments, plan fees, fiduciary trends, defined contribution plans and information security.
2184915696	5/29/2019	Prudential Annuities Life Assurance Corporation	Retirement Planning Strategies for Social Security and Medicare (Webinar)	Life	General: 1	The course addresses product knowledge of social insurance. Discusses Social Security an Medicare benefits, individual and spousal benefits, strategies to maximize benefits, Medicate parts A, B, C, D, and F, enrollments and paying Medicare costs with an annuity.
2602644473	5/29/2019	CEU Institute, Inc.	Claims Challenges, Negotiations, and Ethics (1hr) Webinar	Ethics	Ethics: 1	The course addresses product knowledge of property and casualty insurance and management. Discusses hiring counsel during a claim or claim settlement process, resolving claims, reporting claim settlement, the adjuster role, cost containment and one case study.

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564185287	5/30/2019	Pacific Life Insurance - Retirement Solutions Division	Ethics and Best Practices with Elder Clients	Ethics	Ethics: 3	The course addresses ethics. Discusses defining ethics, senior clients, regulations regarding senior issues, best practices, and senior client transactions.
1403736394	5/30/2019	Federated Mutual Insurance	Life and DI Product Training	Disability (Health)	General: 2	The course addresses product knowledge of life and disability insurance. Discusses disability income insurance, survivor benefits, universal life, last survivor, and use of last survivor policy.
1710012917	5/30/2019	Delaware Life Marketing, LLC	Hidden Tax Traps	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Indiana. Discusses assets and annuity benefits, dividends and gains, asset maximization and income distribution.
3141098731	5/30/2019	Pilot Catastrophe Services, Inc.	Watercraft Adjuster	Adjuster	General: 12	The course addresses product knowledge of property insurance. Discusses boat materials and terminology, types of boats and boat construction, repair methods, policy interpretation, mechanical damage and four case studies.

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1083633140	5/31/2019	National Crop Insurance Services	Crop-Hail & MPCCI Canola, Chickpeas, Flax & Small Grains School	Adjuster	General: 11	The course addresses product knowledge of property and casualty insurance. Discusses national crop program integrity, Montana agricultural research center update, crop pests and diseases, crop-hail loss, PULSE crops, root rot, and field work on canola, chickpea, flax and small grains.
3870628414	5/31/2019	Delaware Life Marketing, LLC	Crucial Distribution Conversations with Clients in their Fifties	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Indiana. Discusses health care planning, maximizing plan distributions, health care choices, private insurance, Medicare and Medicaid, and early distribution from retirement accounts.
1316329235	6/3/2019	Prudential Annuities Life Assurance Corporation	Your Client's 1040: A Roadmap to Uncovering Planning Needs	Life	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses determination of client needs based on tax return information, types of interest income, deductions and withholdings, adjustments to incomes and taxes.

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4181844513	6/3/2019	Broker Educational Sales and Training, Inc	Ethics For The Insurance Producer I	Ethics	Ethics: 1	The course addresses ethics. Discusses codes of ethics, ethical decision-making, ethical responsibilities, unfair trade practices and annuity suitability.
312255624	6/4/2019	Insurance Business Consultants, Inc.	Sound Ins. Program for Motor Carriers	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses insurance as a motor carrier asset, identifying needed coverage, types of cargo, workers' compensation coverage, exposures, reduced number of insurance carriers, losses, underwriting, driver history and insurance experience, compliance Safety Accountability (CSA) Safety Measurement System, and claim handling.

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312255624	6/4/2019	Insurance Business Consultants, Inc.	Sound Ins. Program for Motor Carriers (web)	Property & Casualty	General: 4	The course addresses product knowledge of property and casualty insurance. Discusses insurance as a motor carrier asset, identifying needed coverage, types of cargo, workers' compensation coverage, exposures, reduced number of insurance carriers, losses, underwriting, driver history and insurance experience, compliance Safety Accountability (CSA) Safety Measurement System, and claim handling.
782257933	6/4/2019	Voya Insurance and Annuity Company	Planning for the Special Needs Community	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Iowa. Discusses defining the special needs community, disability categories, plan phases, employer and broker concerns, and identifying the personal needs and resources.

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2114136700	6/4/2019	A. D. Banker and Company	Emerging Technologies & Markets-Webinar	Disability (Health)	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Kansas. Discusses blockchain in insurance, drone use in insurance and insurance claims, risk and exposure, technology use in insurance, non-computer items that interact with the internet, privacy and security concerns, car sharing versus ride sharing, and cannabis insurance coverage.
2114136700	6/4/2019	A. D. Banker and Company	Superstorms-Superclaims	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Kansas. Discusses total losses, wind, hail and fire claims, catastrophe versus daily losses, risk factors, underwriting and risk reduction, notice of claim, insurance fraud and disaster assistance.
2114136700	6/4/2019	A. D. Banker and Company	Superstorms-Superclaims-Webinar	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Kansas. Discusses total losses, wind, hail and fire claims, catastrophe versus daily losses, risk factors, underwriting and risk reduction, notice of claim, insurance fraud and disaster assistance.

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2440409430	6/5/2019	Nationwide Life Insurance Company	Cyber and Data Security Issues for ERISA-Covered Retirement Plans (Webinar)	Life	General: 1	The course addresses product knowledge of life insurance and annuities. Discusses fiduciary responsibilities, data security, ERISA requirements and penalties, federal and state data reporting breach requirements, and administration of retirement plans.
2469886799	6/5/2019	America's Health Insurance Plans (formerly AAHP/HIAA)	2020 Medicare Advantage & Part D Plan Training	Life	General: 6	NAIC Uniform submission, 6 computer-based, self study credit hours approved by Washington, D. C. Discusses Medicare coverage and insureds, Medicare versus Medicare Advantage, enrollment, Medicaid, prescription drug coverage, Part D Plans, prohibited practices and inducements.
2780831227	6/5/2019	CEU Institute, Inc.	Controversial Diagnosis: Fibromyalgia, CFS, Multiple Chemical Sensitivity, CRPS (1hr) Webinar	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses chronic pain syndromes, illness identification and treatment, diagnosis, pharmacology and rehabilitation.

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2821329616	6/5/2019	Quest Continuing Education Solutions	National Flood Insurance Program Training	Property & Casualty	General: 3	The course addresses product knowledge of property and casualty insurance. Discusses National Flood Insurance Program policies, flood risk, coverage, eligibility, 30-day waiting period, rating endorsing, policy cancellation, valid nullification and claims.
2961394246	6/5/2019	Farmers Mutual Hail Insurance Company of Iowa	2020 MPCl Fall Update - Webinar	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Iowa. Discusses the 2017 agriculture census, farm bill changes, policy provisions, harvested production, claims, region-specific crops, key policy dates during 2020, and federal requirements.
3797903197	6/5/2019	Montana Insurance Education Foundation, Inc.	What's new in Surplus Lines: Lessons from the 2019 Legislative Session	Property & Casualty	General: 1	The course addresses product knowledge of property and casualty insurance. Discusses surplus versus admitted carriers and insurance, Montana legislation that addressed surplus lines policies, regulatory requirements and surplus lines policy changes.

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1112288072	6/6/2019	National Alliance for Insurance Education and Research	2019 Ruble Graduate Seminar-Property & PC XXVIII Casualty	General: 16	NAIC Uniform submission, 16 classroom credit hours approved by Texas. Discusses crime insurance, e-business exposures and insurance coverages, risk management, and drone coverage and risks.
1250246709	6/6/2019	Pilot Catastrophe Services, Inc.	Fundamental Practices for Adjusting an Earthquake Claim	Adjuster General: 3	NAIC Uniform submission, 3 computer- based, self study credit hours approved by Alabama. Discusses earthquake policy endorsements, limitations and exclusions, damage assessment, types and severity of damage and engineer review of damage.

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2494518447	6/6/2019	Hudson Insurance Company	2020 Fall Agent Update Training	Property & Casualty	General: 5	NAIC Uniform submission, 5 classroom credit hours approved by Kansas. Discusses the 2020 standard crop insurance agreement, federal requirements, conflicts of interest, rebating, actual production history, National Crop Insurance Standards, general standards and crop insurance handbooks, written agreement and supplemental standards handbooks, ineligible tracking system, actuarial changes, catastrophe endorsements, specialty crops, and multi-county enterprise units, claims and underwriting.
343008973	6/7/2019	National Association of Insurance and Financial Advisors Montana	Cracking the Retirement Code	Life	General: 2	The course addresses product knowledge of life insurance and annuities. Discusses retirement goals, 2015 study by DALBAR Inc., retiree fears, retirement funding risk, guaranteed lifetime income, retirement income strategies, and one case study.

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964652528	6/7/2019	Prudential Annuities Life Assurance Corporation	Managing Health Care Costs in Retirement (Webinar)	Life	General: 1	The course addresses product knowledge of disability insurance. Discusses retirement health care planning and management, Medicare misconceptions, Medicare hospital, medical, prescription drug, Medigap and advantage plan coverage, healthcare in early retirement, and long-term care coverage.
1213862369	6/7/2019	DF Institute, dba Kaplan Financial	ILITs and Estate Planning, 3rd Edition	Life	General: 2	The course addresses product knowledge of life insurance. Discusses estate taxation, revocable versus irrevocable living trusts, irrevocable life insurance trust funding, estate settlement and lifetime gifts.
1630924632	6/7/2019	National Association of Insurance and Financial Advisors Montana	The Gotchas & Trap Doors of Life Insurance	Life	General: 1	The course addresses product knowledge of life insurance. Discusses life insurance products, performance of products, contract changes, flexible versus adjustable premium, variable life and second-to-die policies, premium-financed life insurance and mortality expenses.

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3223815931	6/7/2019	Marsh USA, Inc.	Navigating Certificates of Insurance Issuance For Clients and Third Parties	Property & Casualty	General: 2	The course addresses product knowledge of property and casualty insurance. Discusses certificates of insurance, leased equipment, the Certificates of Insurance Model Act, certificate holders, court cases and certification of coverage not in effect.
3347110666	6/7/2019	DF Institute, dba Kaplan Financial	Long-Term Care Suitability, 3rd Edition	Life	General: 5	The course addresses product knowledge of disability and life insurance. Discusses long-term care suitability, benefit design, long-term care underwriting, fact-finding and Medicare Supplement insurance.
3163382299	6/10/2019	Lincoln National Life Insurance Company/Connecticut	Understanding Social Security Disability Insurance	Life	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Connecticut. Discusses the Social Security program, benefit types, the effect of Social Security on long- and short-term health insurance coverage and reasons to apply.

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857143448	6/11/2019	Great American Insurance Company - Crop Insurance Division	2020 MPCFI FALL UPDATE	Property & Casualty	General: 4	NAIC Uniform submission, 4 classroom credit hours approved by Ohio. Discusses federal legislative impact on crop insurance program, Great American product offerings, 2020 changes to policies, forms and handbooks, actuarial updates, claims and loss adjustments.
1189939600	6/11/2019	RegEd, Inc.	Private Flood Insurance	Property & Casualty	General: 2	NAIC Uniform submission, 2 computer-based, self study credit hours approved by North Carolina. Discusses catastrophic flood losses, the National Flood Insurance Program, the Biggert-Waters Act of 2012, NFIP versus private flood insurance pricing, capital reserves, standard flood insurance coverage, building versus personal property coverage, and continuous coverage.
1848569673	6/11/2019	Affiliated FM Insurance Company	Commercial Property Insurance : Positively Impacting Cost of Risk	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Rhode Island. Discusses commercial property marketing, business interruption, cost of risk, and cyber coverage.

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2276914058	6/11/2019	Marsh, Berry & Co., Strategic Issues in Insurance Inc.	Addendum Fall	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Ohio. Discusses three cases studies using three different insurance agencies and financial trends over time.
2276914058	6/11/2019	Marsh, Berry & Co., Strategic Issues in Insurance, Inc.	Fall 2019	Property & Casualty	General: 7	NAIC Uniform submission, 7 classroom credit hours approved by Ohio. Discusses strategic group issues, and seven cases studies using different insurance agencies and financial trends over time.
2276914058	6/11/2019	Marsh, Berry & Co., State of the Insurance Inc.	Industry, Fall 2019	Property & Casualty	General: 1	NAIC Uniform submission, 1 classroom credit hour approved by Ohio. Discusses economic effects on the insurance industry, business entity valuation, business perpetuation, agency management best practices, and organization planning.

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3751223313	6/11/2019	American College (The)	19-108 The Retirement Income Roadmap	Life	General: 1	The course addresses product knowledge of life insurance. Discusses evaluation of retirement, retirement goals, expectations, resource evaluation, calculating income and expenses, possible shortfalls, retirement strategies, market risk and plan implementation.
929706896	6/12/2019	One Call Care Management	Managing the Pain through the Power of Technology	Adjuster	General: 1	The course addresses product knowledge of disability and casualty insurance and management. Discusses telehealth, pain management technology, workers' compensation and group health, technology objectives, and pain management uses of technologies.

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2333508718	6/12/2019	CLM Group, Inc., dba Claims & Litigation Management Alliance	2019 CLM Claims College - Level 1	Adjuster	General: 13	The course addresses product knowledge of property and casualty insurance. Discusses construction defect, privacy, primary and excess insurance, professional lines insurance, underwriting coverage, commercial motor vehicle claims, workers' compensation, mediation, first- and third-party claims, compensability determination, extra-contractual claims, auto insurance fraud, litigation management and cyber claim coverage.
134607736	6/13/2019	American Institute for CPCU (formerly AICPCU/Insurance Institute of America)	Ethical Decision Making in Risk and Insurance	Ethics	Ethics: 4	NAIC Uniform submission, 4 computer-based, self study credit hours approved by Pennsylvania. Discusses the foundation of ethical behavior, professionalism, ethical standards and responsibilities, ethical dilemmas and perspectives, ethical decision-making and three case studies.

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456092190	6/13/2019	National Underwriter Company	2020 Medicare Certification	Disability (Health)	General: 8	The course addresses product knowledge of disability insurance. Discusses types of Medicare benefits, benefit programs and coverages, compliance and sales, marketing requirements, beneficiaries and six case studies.
2102953485	6/13/2019	Producers AG Insurance Company, dba PROAG	2020 Fall Agent Update Webinar	Property & Casualty	General: 3	NAIC Uniform submission, 3 web-based, classroom credit hours approved by Texas. Discusses 2020 policy and contract changes, production reporting, multi-county enterprise units (farms), region- and crop-specific policies, crop insurance accounting, the standard reinsurance agreement, and deadlines.
2102953485	6/13/2019	Producers AG Insurance Company, dba PROAG	2020 Fall Agent Update	Property & Casualty	General: 3	NAIC Uniform submission, 3 classroom credit hours approved by Texas. Discusses 2020 policy and contract changes, production reporting, multi-county enterprise units (farms), region- and crop-specific policies, crop insurance accounting, the standard reinsurance agreement, and deadlines.

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3624052649	6/13/2019	Insurance Business Consultants, Inc.	Advanced Motor Carriers - 2019	Property & Casualty	General: 12	The course addresses product knowledge of property and casualty insurance. Discusses the federal motor carrier safety administration, regulations, safety and the American transportation research institute, compliance and distracted driving, responses following a crash, workers' compensation coverage, electronic logging devices, motor carrier financial statements, federal requirements for becoming a motor carrier or operator, independent contractor agreements, compliance safety accountability, negligent entrustment, pollution coverage and exclusions, freight brokers and sub-haulers, types of cargo exposures and policy coverage and the effect on insurance of truck changes.
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Individual Course Submissions

5/17/2019	Debra Daniels	The Value of Post-hospital Rehabilitation, QLI	Disability and Casualty	General: 1	The course addresses product knowledge of disability and casualty insurance. Discusses types and diversity of rehabilitation care available, cost of care over time, outcomes and guidelines.
5/29/2019	Terry Scherr	2019 NFIP Adjuster Certification Presentation, H2O Partners	Property & Casualty	General: 6	The course addresses product knowledge of property and casualty insurance. Discusses damage documentation, claim administration, the National Flood Insurance Program dwelling policy, general property and residential condominium building association forms, policy interpretation and terminology.